

Message Text

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PAGE 01 NIAMEY 01392 251006Z POSS DUPE
ACTION EB-08

INFO OCT-01 AF-08 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 XMB-02
/031 W
-----251326Z 098719 /53
R 250935Z MAR 77
FM AMEMBASSY NIAMEY
TO SECSTATE WASHDC 6412

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E.O. 11652: N/A
TAGS: EAIR, US, NG
SUBJ: FINANCING FOR 737

REF: A. STATE 36595; B. NIAMEY 1020

1. BOEING FINANCIAL REPS DONALD MCKENZIE AND JEAN-PIERRE WIRZ PAID VISIT TO EMBASSY MARCH 24 TO OFFER UPDATE ON FINANCIAL ARRANGEMENTS FOR BOEING 737 SALE.
 2. GON HAS ALREADY PAID 2 MILLION DOLS DOWN ON THE ESTIMATED 10 MILLION DOLS BASIC SALES PRICE. ADDITIONAL 700,000 DOLS PAYMENT DUE ON JUNE 1. INCLUDING SPARES, GROUND SUPPORT EQUIPMENT, AND PRESIDENTIAL KIT, TOTAL COST OF 737 PACKAGE ON ORDER OF 14 MILLION DOLS. PLANE IS SCHEDULED FOR DELIVERY FEBRUARY 1978.
 3. MCKENZIE AND WIRZ VISIT PROMPTED BY GON INDECISION ABOUT FINANCING ARRANGEMENTS. AGREEMENT SIGNED BETWEEN BOEING AND GON IN JANUARY COMMITS GON TO COME UP WITH LETTER OF CREDIT OR ALTERNATIVE FINANCING BY MARCH 31. BOEING HAD HAD NO FURTHER WORD ON FINANCING FROM GON SINCE JANUARY.
 4. DURING MEETINGS WITH NIGER DEVELOPMENT BANK (BDRN)
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- PAGE 02 NIAMEY 01392 251006Z POSS DUPE
- OFFICIALS, MCKENZIE AND WIRZ WERE TOLD FINANCE MINISTRY HAD DECIDED TO RESUME TALKS WITH CITIBANK-BIOA ON LETTER OF CREDIT FOR PLANE.
5. ALTHOUGH BOEING HAS NEVER BEEN OPTIMISTIC ABOUT CHANCES FOR EXIM BANK LOAN, WIRZ AND MCKENZIE CAME WITH DOSSIER TO ASSIST GON IN APPLYING FOR SUCH LOAN IF NECESSARY. BDRN TOLD

THEM STRAIGHT OUT THAT FINANCE MINISTRY WOULD NOT RPT NOT
APPLY TO EXIM BANK.

6. BOEING REPS SAY MARCH 31 DEADLINE CAN AND PROBABLY WILL
BE EXTENDED TO SUIT GON. MCKENZIE WILL BE STOPPING IN LONDON
ON RETURN TRIP TO BRIEF CITIBANK REPRESENTATIVE.JAMES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FINANCIAL AGREEMENTS, AIRCRAFT SALES, COST ESTIMATES
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977NIAEMEY01392
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770103-0008
Format: TEL
From: NIAEMEY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770322/aaaaasmb.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cb37d0b1-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 36595, 77 NIAEMEY 1020
Retention: 0
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Review Content Flags:
Review Date: 08-Feb-2005 12:00:00 am
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2996857
Secure: OPEN
Status: NATIVE
Subject: FINANCING FOR 737
TAGS: EAIR, US, NG
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/cb37d0b1-c288-dd11-92da-001cc4696bcc
Review Markings:
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